

Message Text

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42

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 INR-07 /027 W

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R 041344Z SEP 75

FM AMCONSUL FRANKFURT

TO SECSTATE WASHDC 1302

USDOC WASHDC

INFO AMEMBASSY BONN

UNCLAS FRANKFURT 5856

E.O. 11652: NA

TAGS: BEXP, GW

SUBJECT: WTDR/FTI: POETSCHKE & CO. K.G.

REF: USDOC 11388

1. GERMANY 2. CNTRY CODE: 428 3. SER.NO: 0629900
4. POETSCHKE & CO. KG.
- 4A. CODE: K CODE: E
5. POSTFACH 225, LANDGRABEN 1-3
6. D 6000 BERGEN-ENKHEIM, GERMANY
7. ESTABL: 1958 8. EMPL: 11 9. SIZE: (20-X) MEDIUM
- 10 REPUTATION: (22-X) GOOD
11. SALES AREA: W. GERMANY
12. RPT. DATE: 09/75
- 13A. 36626/235 AGT. WHS.IM. OF ELECTRONIC MILITARY EQUIPMENT
AND ELECTRONIC INDUSTRIAL EQUIPMENT.
- 13B. 36930/235 AGT. WHS. IM. OF INDUSTRIAL X-RAY EQUIPMENT.
- 13C. 38112/235 AGT.WHS.IM. OF SCIENTIFIC INSTRUMENTS, LASER
EQUIPMENT ETC.
- 13D. 38251/235 AGT.WHS.IM. OF PULSE GENERATORS, DIGITAL
MEASURING INSTRUMENTS.
- 13E. 38294/235 AGT. WHS.IM. OF NUCLEAR INSTRUMENTS.
14. CONTACT: DOLF POETSCHKE TITLE: OWNER.
15. CABLE: NUCLEAR 16. TELEX: 04-14329 POECO D 17. TEL: 06194-2788
18. FINANCIAL REFS: VOLKSBANK, BERGEN-ENKHEIM; DRESDNER BANK AG,
FRANKFURT.
19. TRADE REFS: SEE ITEM 20.

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20. FOREIGN FIRMS REPRESENTED: BAIRD-TOMIC INC., BEDFORD, MASSM

(ANALYZERS FOR NUCLEAR RESEARCH); DBA SYSTEMS INC., MELBOURNE, FLA. (PRECISION OPTICAL COMPARATOR); ELECTRO-MECHANICS CO., AUSTIN, TEX. (HIGH POWER PULSE GENERATORS); INSTRUMENTS FOR INDUSTRY, FARMING-DALE, N.Y. (MILITARY ELECTRONIC); F.G. MASON ENGINEERING INC., FAIRFIELD, CONN. (PORTABLE SURVEILLANCE RECEIVERS); VELONEX DIV. OF PULSE ENGINEERING INC., SANTA CLARA, CALIF. (HIGH POWER PULSE GENERATOR). SIX OUT OF 15 US FIRMS REPRESENTED.

21. DOLF POETSCHKE ESTABLISHED HIS FIRM TOGETHER WITH HIS LATE FATHER UNDER THE NAME SMV VERTRIEBSGES. F. STRAHLUNGSGERATE IN 1957. THE NAME WAS CHANGED WHEN POETSCHKE ADDED MILITARY ELECTRONIC, OTHER ELECTRONIC INSTRUMENTS, SCIENTIFIC AND MEASURING EQUIPMENT. FIRM IMPORTS FROM THE U.S. AND HAS REPRESENTED U.S. FIRMS SINCE ITS ESTABLISHMENT. FIRM IS WELL MANAGED AND FINANCIAL SITUATION IS ORDERLY. THE BUSINESS ADDRESS IS OWNED BY D. POETSCHKE, THE LIABLE PARTNER. OTHER ASSETS ARE INVESTED IN INVENTORY AND EQUIPMENT. NO DEROGATORY INFORMATION WAS RECEIVED ON PAYMENTS. THE FIRM IS WELL AND FAVORABLE KNOWN TO THE POST AS A GOOD BUSINESS CONTACT FOR U.S. FIRMS.

22. PREPARED BY: P. BARTOLSIC, APPROVED BY: L.F. WHEELER AT U.S. CONSULATE GENERAL, FRANKFURT.LEHMANN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 04 SEP 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975FRANKF05856
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750306-0223
From: FRANKFURT
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750981/aaaactmz.tel
Line Count: 83
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: RowellE0
Review Comment: n/a
Review Content Flags:
Review Date: 03 MAR 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <03 MAR 2003 by maustmc>; APPROVED <15 JAN 2004 by RowellE0>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: WTD/FTI: POETSCHKE & CO. K.G.
TAGS: BEXP, GE
To: STATE COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006